
ATTENDEES:

Present: Shawn Real Bird, Chairman, Crow (Apsaalooke)
Dr. Russell Boham, Little Shell Chippewa
Jennifer Perez Cole, Office of Indian Affairs
Richard Sangrey, Rocky Boy Chippewa Cree
Emorie Davis-Bird, Blackfeet
Loren 'Bum' Stiffarm, Fort Belknap
Lesa Evers, Governor's Office of Economic Development
Andy Poole, Dept. of Commerce

Staff: Heather Sobrepena-George
Lorae Williams, STEDC, temp.

Absent: Joe Durglo, Confederated Salish & Kootenai (excused)
Caroline Brown, Ft. Belknap (excused)
Rodney Miller, Fort Peck, (excused)
Walter White Tail Feathers Fort Peck (excused)
Ronald 'Smiley' Kittson, Blackfeet, (excused)
E.T.' Bud' Moran, CSKT (excused)
Joe Fox, Jr., Northern Cheyenne (excused)
Allan Fisher, Northern Cheyenne (excused)

Public: Philip Belangie, Dept. of Commerce Entrepreneur Development Program
Lonie Stimac, MT Dept. of Commerce International Trade & Relations Bureau and Made in Montana
Arnie Sherman, MT World Trade Center
Joel A. Clairmont, Dept. of Agriculture
JoAnn Warner, Western Center for Risk Mgmt. Assoc, Washington
Walt Anseth, Dept. of Agriculture
Nicole Hagerman, MT World Trade Center
Megan Harrington, MT World Trade Center
Collin Watters, Dept. of Agriculture
Tod Kasten, Eastern RDO
Charlie Wright, Western RDO
Randy Hanson, Central RDO
Terry Dimock, Southwestern RDO
Perri Walborn, Dept. of Agriculture
Kim Falcon, Dept. of Agriculture

WELCOME/ PURPOSE OF GATHERING – *Shawn Real Bird*

Meeting called to order at 9:23 am.

OPENING– *Loren 'Bum' Stiffarm*

PUBLIC COMMENT ON NON-AGENDA ITEMS

Summary: L. 'Bum' Stiffarm asked if it was available to teleconference the next meeting. Heather informed the commission that as part of the Governor's 20x10 Initiative, boards and commissions need to see if they can use available technology to conduct meetings either via teleconference or video conferencing. The video conferencing option is available. Every tribe has access to video conferencing equipment. We are currently getting a quote from Information Technology Services Division (ITSD) on approximate cost to conduct a full day meeting. The videoconferencing costs would be compared to actual meeting costs to look at

meeting cost savings. It is the goal to conduct at least one meeting for this fiscal year via video conference.

L. 'Bum' Stiffarm also asked if the Montana Indian Business Alliance (MIBA) had submitted a report for the conference held in October 2007. How many attendees were there and what kind of impact did it have for Indian business development?

APPROVAL OF 06.11.08 MINUTES

A motion to approve the minutes from June 11, 2008 was made by Richard Sangrey. Seconded by Andy Poole. Call to question. Vote was unanimous.

FISCAL REPORT- Heather Sobrepeña-George

Summary: An update of the ICED expenditures for last year is included in the packets. Heather has been hired by the Indian Country Economic Development (ICED) Program. The STEDC budget will not be affected by Heather's changing of positions. Currently the STEDC has a temporary assistant (Lorae Williams) filling in until a vacancy can be advertised and hired. There will be a small savings in the STEDC personal services budget due to the vacancy. Heather Sobrepeña-George, Lesa Evers and Jennifer Perez Cole will interview potential applicants.

The commission wants to know if any reports have been generated for the statewide projects that were funded in the last fiscal year. Heather and Lesa reported that the American Indian Business Leaders (AIBL) and Rural Dynamics, Inc. (RDI) proposals have reporting requirements built into the contract and so we will have a report from those projects. Initially 88% of the contract dollars are made available once the contract is approved and the banking forms have been submitted with a request to draw funds. Then 6% is available at the end of 6 months with the submission of a mid-term report and request for funds. A final 6% is available at the end of 11 months with the submission of a final report and a final request for funds. However, MIBA was funded before those reporting contingencies were built into the contracts, but Heather will communicate with Maria Valandra (chair of MIBA) to get a report on the number of attendees and the impact of the conference and will pass it onto the STED Commission.

PRESENTATIONS

Trade and International Relations Bureau- Lonnie Stimac

The **Trade and International Relations Bureau** assists with exporting through counseling, market research (including export market research), group training and through trade

missions. \$2B in products are exported from 900 Montana companies throughout the world (primarily to Canada). The Trade and International Relations Bureau is funded through the state general fund, through the Council on Agriculture and partially through the Montana Promotion Division Bed Tax. The bureau also imports tourists and higher education students. Contact information for the bureau is Lonie Stimac, Marketing Officer, Phone 406-841-2783; email lstimac@mt.gov; website: www.exportmontana.com or www.madeinmontanaUSA.com

The **Made in Montana** initiative is a no fee service marketing tool for products made in Montana. This marketing program includes point of purchase product ID stickers, tags, posters, billboards, magazine, television, radio and online ads. Made in Montana keeps a directory (www.madeinmontanausa.com) of Montana made products. The program also displays products in Visitor Information Centers in conjunction with Travel Montana. Lonie Stimac is working with Dyani Bingham, Cindy Kittridge (Montana Arts Council) and Heather Sobrepena-George on a “Native Made in Montana” product ID label. There is also the **Made in Montana Tradeshow** hosted every spring in Great Falls that assists Montana businesses in marketing their products.

The final program that is available is the **Montana Marketing Technical Assistance Program (M²TAP)** which mentors business personnel in business to business marketing. M²TAP is currently working with Little River Smokehouse of Fort Belknap to assist them in identifying potential markets and learning how to market to those businesses.

Montana World Trade Center- *Arnie Sherman*

Montana World Trade Center (MWTC) is located in Missoula on the University of Montana campus and is part of a World Trade Center Association. In Montana the MWTC has approximately 90 companies and affiliates signed on. MWTC concentrates on trades missions and a Trade Certification. Information is included in the packet.

Dept. of Commerce: Regional Development Officers- *Terry Dimock*

There are 5 regional areas in the state that help the communities access resources through financial projects. Officers are Charlie Wright (Western), Randy Hanson (North Central), Tod Kasten (Eastern), Terry Dimock (Southwestern) and a vacancy in the South Central area.

These regions help coordinate projects and resources and coordinate individuals and/or projects with the Small Business Development Centers, the Economic Development Districts and the development corporations to provide access to funding and technical assistance.

Financial Assistance through Department of Agriculture - Joel Clairmont, Collin Watters, Walt Anseth, Kim Falcon

The **Growth Through Agriculture (GTA) Program** started in 1989 and the purpose of the program is to provide economic development through strengthening and diversifying agriculture. Collin Watters is the Program Manager and is reachable at (406) 444-0134 or by email at cwatters@mt.gov. Eligible projects add value to agricultural products produced in the state and have the prospect of being commercially successful. Match is \$1:\$1. Funding for GTA is from the Coal Severance Tax at \$1.25 M per year. There is a \$150,000 limit per project at a \$50,000 limit per application. Former projects that have been funded under this program are the Little River Smokehouse (Ft. Belknap) and the Rocky Boy Ethanol Project. Contact for the program can be made through the Bio-Product Innovation Centers (BPIC) <http://agr.mt.gov/business/bio-centers.asp>. The program is due to sunset in June 2009.

The **Rural Assistance Loan (RAL) Program** is a loan program for producers who are first turned down by traditional lending institutions. The loans are higher risk loans that go before a review committee. The maximum loan is \$75,000 for 7 years at 8% interest. The program contact for the RAL is Walt Anseth at (406) 444-5420 or by email at wanseth@mt.gov. The **Jr. Ag Loan Program** is usually accessible through the FFA, 4H or county extension services and is a highly successful program. The loan program is available for 9-11 year old producers (\$3,500 max/5 years/6% fixed APR) or 12-21 year olds (\$8,500/5years/6% APR). Part of the application includes a basic balance sheet, a profit and loss statement and two to three year projections. This is a great program because it teaches kids hands on bookkeeping and responsibility. Training was recently conducted in Browning. Walt is the contact for this program. A total of 81 out of a total of 148 loans have been made on reservations for a total of \$1.6MM out of \$3.1MM total in funding.

The **Montana Wheat and Barley Committee** is a self funded committee that provides \$2.5MM in grant funds for marketing, transportation and research to organizations to improve wheat and barley culture and production, marketing, end-use and to develop markets for

wheat and barley grown in Montana. The committee is looking for proposals that will develop a perennial wheat or drought resistant wheat and barley. The committee is interested in having a Native American who has been or is a current producer in wheat or barley production to serve on the committee. The RFP is available in February with application review in April. Some proposals that the committee would be interested in seeing are proposals that educate young growers. The committee is also actively looking for places to take people in the state that show wheat and barley production. The contact for this program is Kim Falcon Executive Vice President, reachable at (406) 761-7732 or via email at kfalcon@mt.gov. Their website is: <http://wbc.agr.mt.gov>.

Overall, the Department of agriculture is interested in seeing more cooperation and activities with the tribes and possibly with the tribal colleges accessing the agricultural experimental research station funding.

LUNCH

STATEWIDE FUNDING PARAMETERS

Indian Equity Fund and Indianpreneurship® Funding- Philip Belangie

The State-Tribal Economic Development Commission members reviewed the current and proposed application eligibility and application review process for the Indian Equity Fund (IEF). Motions that were made regarding the Indian Equity Fund were:

APPLICANT ELIGIBILITY:

Motion made by L. 'Bum' Stiffarm that the Montana Indian Equity Funds be made available only to enrolled members of Montana's federally recognized tribes in Montana and to enrolled members of the Little Shell Chippewa Tribe. Seconded by Richard Sangrey. Call to question. Vote: 4 yes, 1 no, 2 abstain (Andy Poole and Russell Boham).

Regarding post motion conversation, this motion would require the program to obtain documentation of tribal enrollment for funded applicants in the form of a Certified Indian Blood (CIB) Form or tribal ID during the application process.

Motion made by Jennifer Perez Cole to include applicants residing on or next the

seven Indian reservation in Montana as determined by the local review committee and members of the Little Shell Chippewa Tribe, with exception to any open slots available to Montana enrolled tribal members living at large in Montana. Seconded by L. 'Bum' Stiffarm. Call to question. Vote: Unanimous. (see next motion regarding details of funding).

APPLICATION PROCESS:

Motion made by Jennifer Perez Cole to accept the application process as written in the FY 09 Indian Equity Fund proposal:

“Applications will be accepted beginning September 30 of each fiscal year and will remain open for a period of two months. All applications received by the end of the day on November 30 [2008] will be considered on a competitive basis. At minimum one entity from each of the seven Indian reservations and the Little Shell will be awarded”

Seconded by L. 'Bum' Stiffarm. Call to question. Vote: Unanimous.

APPLICATION REVIEW PROCESS:

Motion made by L. 'Bum' Stiffarm to include a member of the STED Commission on the local review committee if available or a member appointed by the STED Commission member for each reservation's local review committee. Seconded by Russell Boham. Call to question. Vote: Unanimous.

The STED Commission also accepted the language:

“3. A majority of the State Equity Review Committee will be Native American. The State Equity Review Committee will be composed of:

***Governor's Office of Economic Development (Lesa Evers)
Indian Country Economic Development Manager (Heather [Sobrepena-] George)
Regional Development Officer (Charlie Wright)
Entrepreneur Development Program Manager (Philip Belangie) Non -voting member***

And

4. (Discussion of State Review Committee scope of responsibility- review to meet policy and

application requirements or recommend approval or disapproval prior to Director of Department of Commerce's final approval."

INDIAN EQUITY FUND (FUNDING) RECOMMENDATION:

Motion made by Jennifer Perez Cole to recommend to the Department of Commerce to fund the Indian Equity Fund at \$112,000 (one hundred-twelve thousand) at two slots per tribe at \$7,000 (seven thousand) each including the Little Shell Chippewa Tribe for a total of 16 slots, plus \$7,000 (seven thousand) for one "at-large" slot, plus \$7,000 (seven thousand) for Indian Equity Fund personal services for a total of \$126,000 (one hundred twenty-six thousand), plus \$24,000 (twenty-four thousand) for the Indianpreneurship training program. Seconded by L. 'Bum' Stiffarm. Call to question. Vote: unanimous.

Statewide Indian Country Economic Development Funding (SWICED) parameters- Commission members

Heather developed a preliminary proposal matrix review sheet to screen potential applications for funding according to the statutory requirements. If projects pass the preliminary screening device ("YES" to any of the criteria categories), then the proposal would be passed on to the commission for further review for possible funding.

ADJOURN

Motion made to adjourn at 4:00pm. Meeting adjourned.

NEXT MEETING:

TUESDAY, NOVEMBER 18TH
9AM – 3PM

HELENA, MT